



GOLD COAST SMALL BUSINESS INDUSTRY DAY AUGUST 8, 2012



Ready. Resourceful. Responsive!

presented by
Katherine Rachubinski

Report Documentation Page				Form Approved OMB No. 0704-0188	
Public reporting burden for the collection of information is estimated to average 1 hour per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to Washington Headquarters Services, Directorate for Information Operations and Reports, 1215 Jefferson Davis Highway, Suite 1204, Arlington VA 22202-4302. Respondents should be aware that notwithstanding any other provision of law, no person shall be subject to a penalty for failing to comply with a collection of information if it does not display a currently valid OMB control number.					
1. REPORT DATE 08 AUG 2012		2. REPORT TYPE		3. DATES COVERED 00-00-2012 to 00-00-2012	
4. TITLE AND SUBTITLE Naval Supply Systems Command				5a. CONTRACT NUMBER	
				5b. GRANT NUMBER	
				5c. PROGRAM ELEMENT NUMBER	
6. AUTHOR(S)				5d. PROJECT NUMBER	
				5e. TASK NUMBER	
				5f. WORK UNIT NUMBER	
7. PERFORMING ORGANIZATION NAME(S) AND ADDRESS(ES) Naval Supply Systems Command, 5450 Carlisle Pike, Mechanicsburg, PA, 17055-0791				8. PERFORMING ORGANIZATION REPORT NUMBER	
9. SPONSORING/MONITORING AGENCY NAME(S) AND ADDRESS(ES)				10. SPONSOR/MONITOR'S ACRONYM(S)	
				11. SPONSOR/MONITOR'S REPORT NUMBER(S)	
12. DISTRIBUTION/AVAILABILITY STATEMENT Approved for public release; distribution unlimited					
13. SUPPLEMENTARY NOTES Presented at the 2012 Navy Gold Coast Small Business Conference, 6-8 Aug, San Diego, CA.					
14. ABSTRACT					
15. SUBJECT TERMS					
16. SECURITY CLASSIFICATION OF:			17. LIMITATION OF ABSTRACT Same as Report (SAR)	18. NUMBER OF PAGES 10	19a. NAME OF RESPONSIBLE PERSON
a. REPORT unclassified	b. ABSTRACT unclassified	c. THIS PAGE unclassified			

Who are we?

Our Principal Customers

- ◆ *Fleet operating units*
- ◆ *Aviation depots*
- ◆ *Shipyards*
- ◆ *Air stations*
- ◆ *Weapon stations*



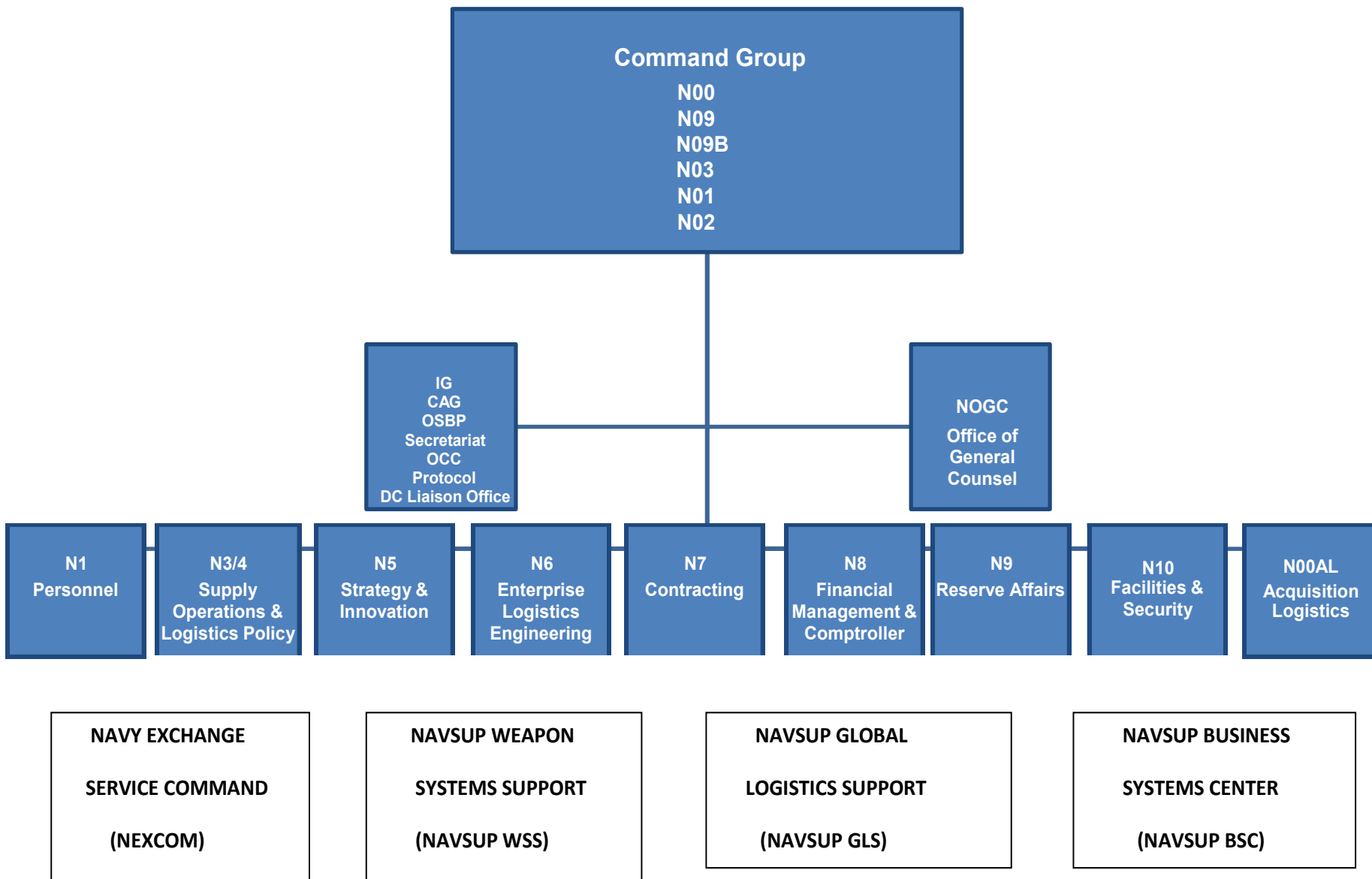
- ◆ *Shore installations/commands*
- ◆ *Sailors*
... and their families



- ◆ *Expeditionary forces*
- ◆ *Regional maintenance centers*
- ◆ *Warfare centers*



ORGANIZATIONAL STRUCTURE



Contracting Activities

Weapon Systems Support

WSS Philadelphia

WSS Mechanicsburg

Global Logistics Support

FLC San Diego

FLC Norfolk

FLC Jacksonville

FLC Puget Sound

FLC Pearl Harbor

Naval Medical
Logistics
Command

Naval
Oceanography



Small Business Stats

NAVAL SUPPLY SYSTEMS COMMAND

Category	FY 2009	FY 2010	FY 2011
Small Business	33.58%	40.51%	34.68%
HUBZone Small Business	1.40%	1.51%	1.59%
Small Disadvantaged Business	11.72%	15.11%	13.86%
Women-Owned Small Business	8.16%	12.18%	10.35%
Service-Disabled Veteran-Owned Small Business	2.63%	4.01%	4.92%



NAVAL SUPPLY SYSTEMS COMMAND

Long Range Acquisition Estimate

https://www.navsup.navy.mil/navsup/business_opps



LRAE

NAVAL SUPPLY SYSTEMS COMMAND



**To Deliver Sustained Global Logistics
Capabilities to the Navy and Joint Warfighter**



SEARCH NAVSUP

GO

HOME

CAPABILITIES

NEWS & MEDIA

BUSINESS OPPORTUNITIES

JOBS & CAREERS

CONTACT US

[NAVSUP](#) > Business Opportunities

Small Business Opportunities



The Naval Supply Systems Command (NAVSUP) provides logistics support for Navy and Marine Corps operations worldwide. In support of that effort contracts are awarded by 45 activities covering supplies and services from a broad range of industries. The Naval Supply Systems Command maintains an acquisition structure that is decentralized. All contracts for supplies and services are awarded at our



Contact Us

Small Business Specialist

Naval Oceanographic: 228-688-4594

Naval Med Logistics: 301-619-3097

NAVSUP FLC Puget Sound: 360-476-1985

NAVSUP FLC Norfolk: 757-443-1435

NAVSUP FLC Pearl Harbor: 808-473-7583

NAVSUP FLC Philadelphia: 215-697-9555




NAVAL SUPPLY SYSTEMS COMMAND

LRAE




Getting Started

 [First Steps](#)

 [Required Steps for Suppliers](#) The majority of the Business Opportunities available from the NAVSUP Enterprise are made accessible electronically. There are a few steps that our suppliers are required to take, in order to maximize their opportunities with us.

 [Navy Small Business Innovation Research \(SBIR\) Program](#)

 [NAVSUP SBIR Program](#)



Policy & Guidance

[NAVSUP Small Business Policy Statement](#)

[Federal Acquisition Regulation \(FAR\)](#)

The Federal Acquisition Regulation (FAR) is the primary regulation for use by all Federal Executive agencies in their acquisition of supplies and services with appropriated funds.

[Navy Marine Corps Acquisition Regulation Supplement \(NMCARS\)/Navy Marine Corps Acquisition Guide \(NMCAG\)](#)


The Navy Marine Corps Acquisition Regulation Supplement (NMCARS), which implements and supplements the Defense Acquisition Regulation Supplement, contains mandatory policies and procedures including delegations of authority and assignment of responsibilities. The Navy Marine Corps Acquisition Guide (NMCAG) primarily addresses administrative matters including procedures for processing documents for higher-level approval, internal reporting requirements, and discretionary practices.

[NAVSUP Publication 592 - NAVSUP Clause Book](#)

A consolidated listing of approved NAVSUP Clauses



Templates & Samples

 [5-5-5- Template](#)

 [Business Cards - Get It Right](#)



What NAVSUP Buys

Long Range Acquisition Estimate

The attached spreadsheets constitute NAVSUP Enterprise estimated recurring contracts and expected purchases based on historical spend data.

 [FY12, 13, 14 Forecast](#)

 [Guide to doing business with Navy Exchange Service Command \(NEXCOM\)](#)



Links

[Navy Acquisition One Source](#)

[Navy's "Green Portal"](#)

[Office of Small Business Programs \(OSBP\)](#)

The OSBP Office website is the Navy-wide source for information about small business contracting and Small and Disadvantaged Business Utilization.

[Navy's SBIR Program](#)

[Procurement Technical Assistance Centers \(PTACs\)](#)

The PTAC website is the source for information about centers, which have been set up throughout the United States to provide assistance to companies seeking to do business with Federal,



NAVAL SUPPLY SYSTEMS COMMAND

LRAE

Contracting Office ID	Contracting Office Name	Product or Service Code	NAICS Code	NAICS Description	Contracting Officer's Business Size Selection	Funding Office ID	Principal Place of Performance State Code	Dollars Obligated
N00104	NAVSUP WEAPON SYSTEMS SUPPORT MECH	1377	325920	EXPLOSIVES MANUFACTURING	OTHER THAN SMALL BUSINESS	N00019	FL	\$1,370,040.00
N00189	NAVSUP FLT LOG CTR NORFOLK	D301	541512	COMPUTER SYSTEMS DESIGN SERVICES	SMALL BUSINESS	N68546	MD	\$1,393,827.24
N00189	NAVSUP FLT LOG CTR NORFOLK	J058	517110	WIRED TELECOMMUNICATIONS CARRIERS	SMALL BUSINESS	N70272	CA	\$1,510,784.95
N00189	NAVSUP FLT LOG CTR NORFOLK	J059	811212	COMPUTER AND OFFICE MACHINE REPAIR AND MAINTENANCE	SMALL BUSINESS	N63082	FL	\$3,255,430.60
N00189	NAVSUP FLT LOG CTR NORFOLK	J015	488190	OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION	SMALL BUSINESS	N67026	VA	\$1,095,234.96



NAVAL SUPPLY SYSTEMS COMMAND

LRAE

Contracting Office ID	Contracting Office Name	Product or Service Code	NAICS Code	NAICS Description	Contracting Officer's Business Size Selection	Funding Office ID	Principal Place of Performance State Code	Dollars Obligated
N00244	NAVSUP FLT LOG CTR SAN DIEGO	S113	811213	COMMUNICATION EQUIPMENT REPAIR AND MAINTENANCE	OTHER THAN SMALL BUSINESS	N70240	CA	\$3,845,552.42
N00406	NAVSUP FLT LOG CTR PUGET SOUND	3416	333512	MACHINE TOOL (METAL CUTTING TYPES) MANUFACTURING	SMALL BUSINESS	N00024	WA	\$10,831,196.00
N62645	NAVAL MEDICAL LOGISTICS COMMAND	R408	541519	OTHER COMPUTER RELATED SERVICES	SMALL BUSINESS	N00018	DC	\$1,621,966.44